Niagara Falls COMMUNITY Development

Request for Proposal

9330 Colvin Boulevard
Niagara Falls, NY

The City of Niagara Falls is seeking competitive purchase/use proposals for the vacant land at 9330 Colvin Boulevard.

Lot Size:	6.7 acres
SBL #:	161.10-5-71.2
Property Type:	Vacant Land
Assessment:	$67,000
Full Market Value:	$84,810.13

The City will accept proposals, received in the Niagara Falls Community Development Department on or before 12:00PM on Friday, June 29, 2018. All entities/individuals submitting proposals will be notified of the selection of the successful developer by mail on or around Friday, July 6, 2018.

RFP Requirements

Proposals should contain specific information organized as follows:

Cover Letter/Executive Summary

Provide an overview of major contents of the proposal, at a minimum including:

- Overview of entity submitting the proposal;
- Narrative summarizing the overall proposal; and
- Table summarizing proposed uses by type.

Applicant Team

Provide a summary of the Proposer Team, with an organizational chart of key team members. If applicable, firm descriptions of team members (particularly proposed architectural, engineering, contracting professionals, etc.), including:

- Names, addresses and telephone numbers of those individuals who may be contacted during the period of proposal evaluation.
- Resumes of key professionals (no more than one page in length).
- If applicable, a description and list of past projects, including cost of development, with drawings and photos.

Plan

The Development and or Use Plan must fully describe the proposed uses and or and building(s) to be included, and any other improvements proposed to integrate these elements with the setting surrounding the Site. The Development Plan must include the following elements:

a. A written description of the proposed development, including:

• An overview of the anticipated target market(s) that the development is intended to capture.

• A preliminary program of uses in the proposed development, specifying square footages of each development component, as well as other appropriate descriptive measures.

b. A series of graphic depictions of the proposed development, including, but not limited to:

• An overall conceptual site plan (to scale), indicating, where applicable, proposed building footprints, internal site access (internal drives, walkways, etc.) and proposed frontage improvements (sidewalks, landscaping, etc.), as well as the relationship of these site elements to components in adjoining street rights-of-way and to existing buildings/structures/site components on adjacent parcels.

• Typical, to-scale, ground-level and upper-level(s) floor plans (i.e., conceptual) indicating primary uses and gross square footages.

A description of the proposed ownership/management structure for the development.

Project timetable, including dates, for obtaining financing, closing, start and completion of construction.

Potential Uses

The City of Niagara Falls is requesting proposals based on recent interest in the property. This RFP represents the municipality's best effort to publicly circulate an offering that honors the city's fiduciary duty to taxpayers and residents to make certain that the best terms are met. The city will entertain both sale proposals for the physical development of the property and lease proposals for recreational use. The city is specifying both of these uses based on the aforementioned interest in the property. If a recreational lease proposal calls for capital improvements, the city will require that a competitive bidding process be executed, according the city charter. This requirement is consistent with similar recreation focused uses and capital improvements at both city and New York State owned parks.

Financial Plan

Each proposer must submit sufficient data to evidence that the proposed redevelopment and or operation of the Site will be successfully accomplished by the proposer and achieve the objectives of this RFP. The Financial Plan should include the anticipated sources and uses, amounts, terms and conditions of financing and the proposer's equity to be employed in the transaction.

The proposal's Financial Plan must include detailed pro-forma financial projections, with supporting calculations, for ten (10) years that include the following information:

• An offer/bid for the parcel or proposes lease terms, including length of lease;

• Estimated costs associated with capital improvements and investments;

• Projected operating revenues;

• Projected operating/maintenance expenses and net operating income;

• Debt service payments on any short-term or long-term financing for improvements; and

• Sources and amounts of financing and proposers' equity to be invested in the development and operation of the Site; and

• Evidence of financing consistent with sources and uses, including but not limited to: expressions of interest from lenders, letters of credit, and performance bonding capacity.

RFP REVIEW

The City, in its sole discretion, will evaluate the proposals on the following basis:

1. Extent that the proposal represents the highest and best use of the land and the citizens of the surrounding neighborhood and city.

2. Extent that the proposed Project yields the highest level of public benefits and consistence with the city's comprehensive plan.

3. If applicable, the extent that the proposed project is consistent with Mayor Paul Dyster's Executive Pronouncement on New Community Benefit Agreement Policy (https://nf-cd.org/news/cba)

4. If applicable, the proposal team's is willing to negotiate a project labor agreement with local organized labor.

5. The overall quality of a proposed development plan and the extent that the proposed Project would complement and/or enhance the surrounding residential neighborhood.

6. Extent that the proposed Project Team demonstrates a proven track record in successfully completing similar urban redevelopment efforts.

7. Expeditiousness of the proposed date of completion for the Project (earlier completion will be favored) as well as documentation on the ability to meet the proposed timetable.

8. The quality of the overall financial plan and impact of the proposal, including: a. The use of reasonable and attributable assumptions; b. The level of proposed private investment; c. The level of demonstrated financial capacity to realize the proposed Project, documented through sources such as, but limited to expressions of interest from lenders, letters of credit, and/or performance bonding capacity; and d. Projected long-term economic benefits to the local community (e.g., property/sales tax revenues, prevention of government funded demolition, job creation, local and minority hiring, etc.).

9. Extent that the proposed Project Team, and/or individual members or member firms on the Team, meet the requirements of NYS Office of State Comptroller policies on procuring Responsible Vendors, specifically in the following four major categories: a) Financial and

Organizational Capacity to Undertake the Project; b) Legal Authority to do Business in New York State; c) Integrity; and d) Previous Contract or Project Performance with the City.

10. Total value added to the city. Proposals that provide the highest total investment, and or greatest public benefit, will be favored.

11. Applications will be reviewed and scored by city staff members from the following offices:

Office of the City Administrator
Community Development Department
Purchasing Department
Office of Planning

Subsequent Approvals and Closing Procedure

The successful Proposal will be subject to City Planning Board and City Council approval. Any proposed zoning amendments or variances necessary for the project will also be subject to Zoning Board of Appeals and/or Planning Board and City Council approvals.

Closing transfer and or lease of the property to the successful Developer(s) will take place when the Developer(s) has obtained all required approvals. Closing will take place at the time of closing of the construction financing, if any. Construction will start within 30 days of closing. In the event construction ceases for any unreasonable period of time, the City may deem the project abandoned and the property will revert to the City.

The City reserves the right to reject any or all proposals and to select any one proposal at its sole discretion. The City reserves the right to negotiate with the successful Developer as to any terms contained herein.

SUBMISSION OF PROPOSALS

RFP respondents are required to submit six copies of their proposal. The proposal must contain the information requested in the submission requirements. Proposals must be submitted on or before 12 Noon, June 29, 2018, by mail or hand delivered. Six copies of the proposal shall be sent as directed below:

Seth Piccirillo
Director of Community Development and Code Enforcement
1022 Main Street
City of Niagara Falls, New York 14302-0069

LATE SUBMISSIONS

Submissions received after the date and time prescribed will not be considered.

REVIEW

All complete proposals shall be reviewed by the Selection Committee.

RIGHT OF REJECTION

The Selection Committee reserves the right to reject any or all proposals in whole or in part. Proposal rejection is at the sole discretion of the City Administration and shall not incur any direct or indirect financial exposure to the City of Niagara Falls for the costs incurred unless such eligible costs are contained in the DSA as authorized by the City Council in due session authorizing such.

The items previously described herein must be submitted by all respondents to be considered for exclusive development rights. Failure to place relevant information in the structure outlined in the RFP shall be deemed non-responsive. Additional information regarding the site and the proposal requirements, and scheduling of site visits, can be coordinated through NF CD. Questions should be directed to:

Seth Piccirillo, Director
Niagara Falls Community Department
seth.piccirillo@niagarafallsny.gov
716.696.0794